



The
RealtoZec
Team

7 Ways TO BUY A HOUSE WITH LESS MONEY OUT OF POCKET

*Your Homeownership
Journey*

STARTS WITH THE
RIGHT STRATEGY.



Credit 2 Closing

WE MAKE DREAMS HAPPEN



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MY STORY



Ezechiel Obil

The RealtoZEC Team at Keller Williams Realty

My journey started in 2018. At that time, I was dealing with poor credit and the challenges that can come with trying to rent and move forward financially. I learned firsthand how much credit can affect your options, your confidence, and your ability to create the future you want.

Instead of allowing that situation to define me, I decided to understand credit and work on improving my own profile. Step by step, I became more intentional about my finances, improved my credit, and eventually became a homeowner.

That experience changed my direction. I studied real estate because I wanted to help other people - especially renters and first-time buyers - understand that homeownership can become possible when you have the right preparation, strategy, and team.

Today, as Ezechiel Obil with the RealtoZEC Team at Keller Williams Realty, my mission is to help buyers move from credit readiness to closing while looking for smart ways to reduce the amount of money they may need out of pocket.

Credit2Closing

Prepare smarter. Negotiate strategically. Close with confidence.

7 SMART WAYS

TO BUY A HOME WITH LESS MONEY OUT OF POCKET

A Step-by-Step Guide From Credit2Closing



Buying a home does not always mean you need tens of thousands of dollars sitting in your bank account.

With the right preparation, financing strategy, assistance programs, negotiations, and real estate team, you may be able to significantly reduce the amount of money you need to bring to the closing table.

Here are 7 smart strategies to help you buy a home with less money out of pocket.

- 1 Improve Your Credit
- 2 Find Down Payment & Closing Cost Assistance
- 3 Choose the Right Mortgage Strategy
- 4 Ask the Seller for Closing Cost Assistance
- 5 Use Seller-Paid Rate Buydowns or Lender Credits Strategically
- 6 Renegotiate After the Home Inspection
- 7 Build the Right Closing Strategy & Hire the Right Team

Improve Your Credit Before You Start Shopping



Your credit is one of the first places to start.

A stronger credit profile may help you qualify for:

- Better mortgage programs
- Lower interest rates
- Lower mortgage insurance
- Better loan terms
- Higher purchasing power
- Lower monthly payments

Step 1: Review Your Credit

Before applying for a mortgage, review your credit reports from all three major credit bureaus:

Experian • Equifax • TransUnion

Look for:

- Late payments
- Collections
- Charge-offs
- High credit card balances
- Errors or inaccurate information
- Too many recent inquiries

Step 2: Lower Credit Card Utilization

One of the areas that may affect your score is how much of your available revolving credit you are using.

Example:

If your credit card limit is \$5,000 and your balance is \$4,000, your utilization is very high. Reducing that balance may help improve your overall credit profile.

Step 3: Avoid Unnecessary New Debt

During the homebuying process, avoid opening new credit cards, financing furniture, purchasing a vehicle, or taking on unnecessary debt without first speaking with your lender.

The Goal

Get your credit as mortgage-ready as possible before you begin seriously shopping for a home.

Find Down Payment & Closing Cost Assistance



You may not have to pay the entire down payment and closing costs by yourself.

Depending on your location, income, occupation, and eligibility, assistance programs may help with:

- Down payment
- Closing costs
- Prepaid expenses
- Mortgage assistance

Programs may be available through:

- State housing agencies
- Counties
- Cities
- Local housing programs
- First-time homebuyer programs
- Employer programs
- Community organizations
- Approved lenders

Step 1: Find Out What You Qualify For

Before looking at houses, ask your lender or real estate professional:

“What down payment assistance programs could I qualify for?”

Step 2: Understand the Requirements

Programs may have requirements involving:

- Income limits
- Credit score
- Property location
- Purchase price
- First-time buyer status
- Homebuyer education
- Owner-occupancy

Step 3: Combine Strategies

The real opportunity can come from combining an assistance program with other strategies in this guide.

For example:

Down Payment Assistance + Seller Concessions = Potentially Much Lower Cash Needed at Closing

Choose the Right Mortgage Strategy

Not every buyer should use the same mortgage.

The loan you choose can dramatically affect how much money you need upfront.



FHA Loans

FHA financing may allow qualified buyers to purchase with a relatively low down payment.

Conventional Loans

Some qualified buyers may have access to low-down-payment conventional financing.

VA Loans

Eligible veterans, active-duty service members, and certain surviving spouses may qualify for VA financing with very favorable down-payment options.

USDA Loans

Eligible buyers purchasing qualifying properties in approved areas may have access to USDA financing.

Assistance-Compatible Loans

Certain loan programs can also be combined with down payment assistance.

Ask Your Lender

Instead of simply asking:

“What interest rate can I get?”

Ask:

“Which loan program will give me the best combination of monthly payment and lowest cash needed at closing?”

That is a very different conversation.

Ask the Seller for Closing Cost Assistance



This can be one of the strongest negotiation strategies available to a buyer.

Instead of only negotiating the purchase price, you may negotiate for the seller to contribute toward eligible buyer closing costs, subject to loan and contract limits.

These funds may potentially help cover eligible expenses such as:

- Title-related charges
- Loan costs
- Prepaid taxes
- Homeowners insurance
- Escrow deposits
- Certain lender fees
- Other allowable closing expenses

Example

Imagine a home is listed for:

\$500,000

Instead of only trying to negotiate the property to:

\$490,000

a buyer might determine that keeping the price closer to the asking price while requesting a seller contribution toward allowable closing costs provides more immediate value.

Why?

Because reducing the purchase price by \$10,000 does not normally put \$10,000 back into the buyer's pocket at closing.

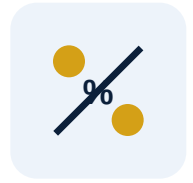
A properly structured seller concession may directly reduce eligible closing expenses.

Important

The amount a seller may contribute depends on the financing, contract terms, appraisal, and applicable loan guidelines.

This is why the offer needs to be structured correctly from the beginning.

Use Seller-Paid Rate Buydowns or Lender Credits Strategically



Interest rate strategy matters too.

There are situations where seller concessions may potentially be used toward an eligible interest-rate buydown.

Instead of the buyer paying discount points entirely from their own funds, the transaction may sometimes be negotiated so that allowable seller funds contribute toward eligible costs.

Another possible strategy is a lender credit.

A lender credit may reduce certain upfront closing costs in exchange for a different interest-rate structure.

The Important Question

Don't automatically ask:

“What is the lowest interest rate?”

Ask:

“Which option gives me the best balance between my monthly payment and the amount I need to bring to closing?”

Sometimes minimizing cash at closing may be more important to a buyer than obtaining the absolute lowest available rate.

Your lender should show you the numbers before you decide.

Renegotiate After the Home Inspection



The inspection period can become another important negotiation opportunity.

After your home inspection, you may discover issues involving:

- Roof
- Plumbing
- Electrical systems
- HVAC
- Appliances
- Water intrusion
- Windows
- Structural concerns
- Other property defects

Depending on the contract and circumstances, the buyer may be able to negotiate.

Option A — Seller Repairs

Ask the seller to repair agreed-upon items before closing.

Option B — Seller Credit

Instead of completing certain repairs, the seller may agree to provide an allowable credit toward eligible costs, subject to the lender and contract.

Option C — Price Adjustment

The parties may negotiate a different purchase price when appropriate.

Why This Matters

The goal is not simply to find problems.

The goal is to understand the condition of the property and determine whether there is an appropriate opportunity to protect the buyer financially.

A skilled real estate professional can help you determine which items are worth negotiating.

Build the Right Closing Strategy & Hire the Right Team



The final step is where everything comes together.

Buying with less money out of pocket requires coordination between several professionals.

Your team may include:

- Real estate agent
- Mortgage lender
- Title/closing company
- Insurance professional
- Home inspector
- Other professionals as needed

Review Your Closing Costs Early

Do not wait until the day before closing to discover how much money you need.

Ask your lender for updated estimates throughout the transaction.

Understand the Closing Date

The timing of your closing can affect certain prorations, prepaid costs, interest, taxes, HOA-related items, and other expenses depending on the transaction.

A strategic closing date should be discussed with your lender, title/closing professional, and real estate agent.

Review Your Cash to Close

Before closing, carefully review your final figures.

Understand:

- Purchase Price
- minus any eligible financing
- plus required down payment
- plus closing costs and prepaids
- minus eligible credits and assistance
- equals approximately:

YOUR CASH TO CLOSE

Stack the Benefits

The biggest mistake is looking at each strategy separately.

The goal is to determine which strategies can legally and financially work together for your specific transaction.



For example:

- Credit Improvement
- Low-Down-Payment Financing
- Down Payment Assistance
- Seller Concessions
- Strategic Rate/Closing-Cost Structure
- Inspection Negotiation

=

LESS MONEY OUT OF POCKET

Every buyer's situation is different, and there is no guarantee that every strategy or program will be available in every transaction.

But when you prepare correctly and have the right professionals working together, homeownership may be closer than you think.

READY TO GO FROM RENTING TO OWNING?

At RealtoZEC Team, our goal is not simply to show you houses.

We help you understand the entire journey:



Credit2Closing

From getting your credit mortgage-ready, exploring financing and assistance opportunities, finding the right home, negotiating the transaction, and helping you move toward the closing table.

Your Next Step

Before you start shopping for a house, find out:

- Where your credit stands
- How much home you may qualify for
- Which assistance programs may apply to you
- Approximately how much cash you may need
- What strategy could help reduce your out-of-pocket expenses

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Educational information only. Mortgage programs, seller contributions, assistance programs, loan guidelines, closing costs, rates, and eligibility requirements vary and are subject to lender, program, contract, and applicable legal requirements.